

Prospector

Complex prospecting search filters to match key prospecting criteria.

What does it mean for you?

- Easy and faster prospecting
- Quickly identify opportunities with companies that look like your best customers

Online training

Online modular learning academy with customised training and unlimited access to tailored training & enablement.

What does it mean for you?

- A pathway to advanced commercial behaviours

Mobile view

Fully customised mobile experience.

What does it mean for you?

- Access to data and insights about your account on your way to your meeting

Management information (Minimum licence numbers apply)

Comprehensive view of usage and behavioural analysis by company, team and individual user.

What does it mean for you?

- Understanding of usage, advanced behaviours and performance in your teams

Market insights

Market & industry insight from a broad range of sectors and sub-sectors.

What does it mean for you?

- Content to build your social eminence (**LinkedIn, Twitter**)
- Awareness of market changes and trends

Group explorer

A visual way to explore company hierarchies.

What does it mean for you?

- Understand a company's organisational hierarchy
- Identify the relationships between your customers and other group entities
- Visually explore Ultimate Beneficial Ownership (UBO) data to improve onboarding speed and reduce risk

News & social

Contextual and actionable news and social insights to maximise every relationship – **60,000** global sources covered and updated every **30 seconds** – our algorithms read over **2 million** articles a day.

What does it mean for you?

- Latest changes in your accounts and prospects
- Reasons for them to engage with you
- Opportunities uncovered and progressed

News filters

Deep filtering and categorising capabilities to refine and augment the feed of news insights received.

What does it mean for you?

- Only the insights that you need to know or that you can action
- Most relevant insights surfaced

